

## Message Text

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PAGE 01 CARACA 13138 162218Z

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ACTION ARA-10

INFO OCT-01 ISO-00 EB-07 /018 W  
----- 060056

R 162011Z DEC 75  
FM AMEMBASSY CARACAS  
TO USDOC WASHDC  
INFO SECSTATE WASHDC 1263

UNCLAS CARACAS 13138

E.O. 11652: N/A

TAGS: EIND, BEXP, BTIO, VE

SUBJ: INDUSTRIAL PROJECTS UNDER PROMOTION-INPRO

REF: (1) A-124 DATED JUNE 28, 1975; (2) USDOC 17225

1. EMBASSY HAD MEETING WITH OFFICIAL OF FUNDACION INSTITUTO VENEZOLANO DE PRODUCTIVIDAD (INPRO) TO OBTAIN SPECIFIC INFORMATION CONCERNING INDUSTRIAL PROJECTS BEING SPONSORED BY INPRO AND FINANCED BY CORPOINDUSTRIAS. SEVERAL BUSINESSMEN WHO HAVE BEEN SLECTED AS PROMOTERS OF SPECIFIC PROJECTS HAVE APPROACHED EMBASSY REQUESTING ASSISTANCE IN LOCATING U.S. SUPPLIERS FOR THE TYPE OF EQUIPMENT NEEDED FOR EUQUIPPING PLANTS WHICH ARE SOON TO BE ESTABLISHED.

2. IPRO HAS AGREED TO PROVIDE EMBASSY WITH A LIST OF THOSE PROJECTS (AND THEIR PRINCIPALS) WHICH HAVE BEEN APPROVED AND FUNDED AND ARE NOW IN THE STAGE OF DETERMINATION OF THE REQUIRED EQUIPMENT/TECHNOLOGY. THIS LIST SHOULD BE READY LATE JANUARY 1976. IN MARCH, A LIST OF PROJECTS FOR WHICH INPRO FEASIBILTYY STUDIES HAVE BEEN COMPLETED AND WHICH WILL BE PROMOTED DURING 1976 WILL ALSO BE GIVEN TO EMBASSY.

3. THE EMBASSY INTENDS TO MAKE A SPECIAL EFFORT TO ASSIST PROJECT PROMOTERS TO LOCATE APPROPRIATE U.S. SUPPLIERS, UTILIZING THE TOP PROGRAM, OR DIRECT TELEGRAMS THROUGH USDOC IF URGENCY IS INDICATED. ALSO, MANUFACTURERS' DIRECTORIES WILL BE DONATED TO INPRO TO FACILITATE THEIR SEARCH. A CONSTANT CONTACT WITH INPRO WILL BE MAINTAINED TO STAY WELL INFORMED OF EVERY OPPOR-  
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TUNITY OF PROMOTING U.S. EQUIPMENT TO INPRO-AFFILIATED EN-

TREPRENEURS.

4. THE EMBASSY HAS LEARNED THAT OTHER COUNTRIES ARE MAKING SPECIAL EFFORTS TO INFLUENCE INPRO-SPONSORED PROJECT PROMOTERS TOWARD THE PURCHASE OF THEIR COUNTRIES' EQUIPMENT. GERMANY REPORTEDLY HAS PROVIDED PROMOTERS WITH SPECIALIZED CATALOGS FOR EQUIPMENT WHICH COULD BE USED IN A LARGE NUMBER OF APPROVED PROJECTS. THIS APPROACH CANNOT BE CONSIDERED BY EMBASSY, DUE TO THE LARGE NUMBER OF CATALOGS THAT WOULD BE NEEDED TO GUARD AGAINST THE POSSIBILITY OF UNFAIR COMPETITION BETWEEN U.S. SUPPLIERS. THEREFORE, EMBASSY WILL USE THE STRATEGY NOTED ABOVE.

5. EMBASSY SHOULD BE ABLE TO ANSWER INQUIRES MADE BY A.E. STALEY MFG. CO., DECATUR, I11, 62525 (REF. 2) AFTER RECEIVING DETAILED PROJECT LIST FROM INPRO IN LATE JANUARY 1976.  
SHLAUDEMAN

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## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** INDUSTRIAL PRODUCTION, PROGRAMS (PROJECTS)  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 16 DEC 1975  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** n/a  
**Disposition Approved on Date:**  
**Disposition Authority:** n/a  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
**Disposition Date:** 01 JAN 1960  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
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**Executive Order:** N/A  
**Errors:** N/A  
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**Original Classification:** UNCLASSIFIED  
**Original Handling Restrictions:** n/a  
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**Review Authority:** KelleyW0  
**Review Comment:** n/a  
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**Review Date:** 11 JUN 2003  
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**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** INDUSTRIAL PROJECTS UNDER PROMOTION-INPRO  
**TAGS:** EIND, BEXP, BTIO, VE  
**To:** COM  
**Type:** TE  
**Markings:** Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 06 JUL 2006